

Congressman Jim Cooper's *Procurement Conference*

Friday, January 30, 2004

8:00 am to 3:30 pm

Willis Conference Center

26 Century Boulevard

Nashville, Tennessee 37214

Offered in cooperation with:



The University of Tennessee Center for Industrial Services
193C Polk Avenue
Nashville, Tennessee 37210



It is indeed a pleasure to welcome you to the first of what I hope will become an annual event bringing together small, minority-owned and disadvantaged businesses with federal, state and local government agencies and prime contractors. Joining forces with us to host this first Federal Small Business Procurement Conference are BellSouth, Nashville Electric Service, the University of Tennessee Procurement Technical Assistance Center, the Tennessee Small Business Development Center and the Tennessee Valley Authority. The goal of the conference is to foster business partnerships between government and small business.

The conference committee has planned an exciting agenda designed to help small and minority-owned businesses grow and enhance their ability to do business with government agencies. There also will be an opportunity for one-on-one sessions with government agencies and prime contractors.

We are especially pleased to have joining us two distinguished professionals. Captain David Graff, Assistant Commander in Contracts, U.S. Naval Air Systems Command, will be our keynote speaker during the morning session. In addition Larry Nave, Senior Program Manager for Science Applications International Corporation (SAIC), the nation's largest employee-owned research and engineering company, will deliver our luncheon address, providing information on the U.S. Air Force Mentor-Protégé Program.

I hope you will join us for this unique event as we seek to provide a forum for direct exchange of information and ideas between government agencies and small businesses.

Jim Cooper
Member of Congress



Agenda

8:00 am	Registration
8:45 am	Welcome Congressman Jim Cooper Fifth Congressional District of Tennessee
9:00 am	<i>Doing Business With the Navy</i> Captain David Jacques Graff
9:30 am	Break
9:45 am	Session A – SBA Small Business Opportunities <i>Give your business a competitive advantage through SBA's small business programs. Learn about the 8(a), HUBZone, Small/Disadvantaged Business and SBIR/STTR programs.</i> Session B – Prime Contractors <i>Learn how to gain access to government contracts through the private sector and subcontracting.</i>
10:45 am	Meet the buyers – Opportunity for businesses to meet buyers from local, state and federal government agencies and to meet prime contractors.
11:45 am	Lunch <i>Mentor-Protégé Programs: What Are They and Are They For You?</i> Dr. James L. "Larry" Nave
1:30 pm	Session C – Financing Opportunities for Small Businesses <i>Learn about sources of capital from government and private sector programs.</i> Session D – How to Do Business With Government Agencies <i>Learn the basics of how to do business with government agencies.</i>
2:15 pm	Break
2:30 pm	Jeopardy <i>Test your new government contracting knowledge and learn from the experts by playing Procurement Jeopardy</i>
3:30 pm	Closing

Registration

To register online, visit our Web site at www.tnep.utk.edu. To register by mail, complete this form and mail it to The University of Tennessee Center for Industrial Services, 193C Polk Ave., Nashville, TN 37210. You may also fax it to 615-253-6346 or to our toll-free fax line, 877-615-7410.

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Biographies



Congressman Jim Cooper
Fifth Congressional District of Tennessee

Jim Cooper brings an insider's perspective to the challenges faced by today's small business owners. Prior to his return to Congress in 2003, Cooper was a small business owner himself, directing a firm that raised money for growing companies in Tennessee. In Congress, he has been a champion of small business and entrepreneurs and is committed to helping today's entrepreneurs continue to be the leading force in job creation in America. Cooper has served on the Small Business Subcommittee as a member of the Energy and Commerce Committee, and he is currently a member of the House Armed Services Committee as well as the Budget and Government Reform committees. He represents Tennessee's Fifth Congressional District, which includes most of Davidson, Wilson and Cheatham counties.



Captain David Jacques Graff
Assistant Commander in Contracts
Naval Air Systems Command
Patuxent River, Maryland

Captain David Graff has been serving as the Assistant Commander for Contracts at the Naval Air Systems Command in Patuxent River, Maryland, since July 2003. Captain Graff is a native of Stony Brook, Long Island, New York. He earned a bachelor's degree in administrative sciences from Yale University in 1980 and a master of science degree in acquisition and contracts management from the Naval Postgraduate School, Monterey, California, in 1991.



James L. "Larry" Nave, Ed.D.
Senior Program Manager
Science Applications International Corporation
Auburn University

Dr. Nave has more than 38 years of experience in program administration, education and training. He has 12 years of experience in developing small businesses, including disadvantaged, woman-owned, veteran-owned, and 8(a) firms; historically black colleges and universities/minority institutions; and HUBZone. He has managed 11 mentor-protégé agreements involving 16 protégés and has served as a corporate resource for several others. He assisted in the development of SAIC's Mentor-Protégé Program management training and currently serves as an instructor for the course.